

FTTH/B Panorama

Europe (EU39) at September 2016

Marseille – FTTH Conference 2017

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FTTH/B Panorama - Europe (EU39) at September 2016

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FTTH/B Panorama

Study background

Study background

> Mission on behalf of the FTTH Council Europe – 15th edition



> 39 countries analyzed

- For each country, IDATE provides data per player for FTTH/B and other fiber-based architectures
- Each player is characterized via dedicated parameters: technical, financial, business model, figures



> Methodology: bottom-up approach

- Desk research
- Direct contacts with leading players and IDATE's partners in the countries
- Information exchange with FTTH Council Europe members

> Results

- Both quantitative and qualitative data, presenting the status in the country and the strategic approach of involved players



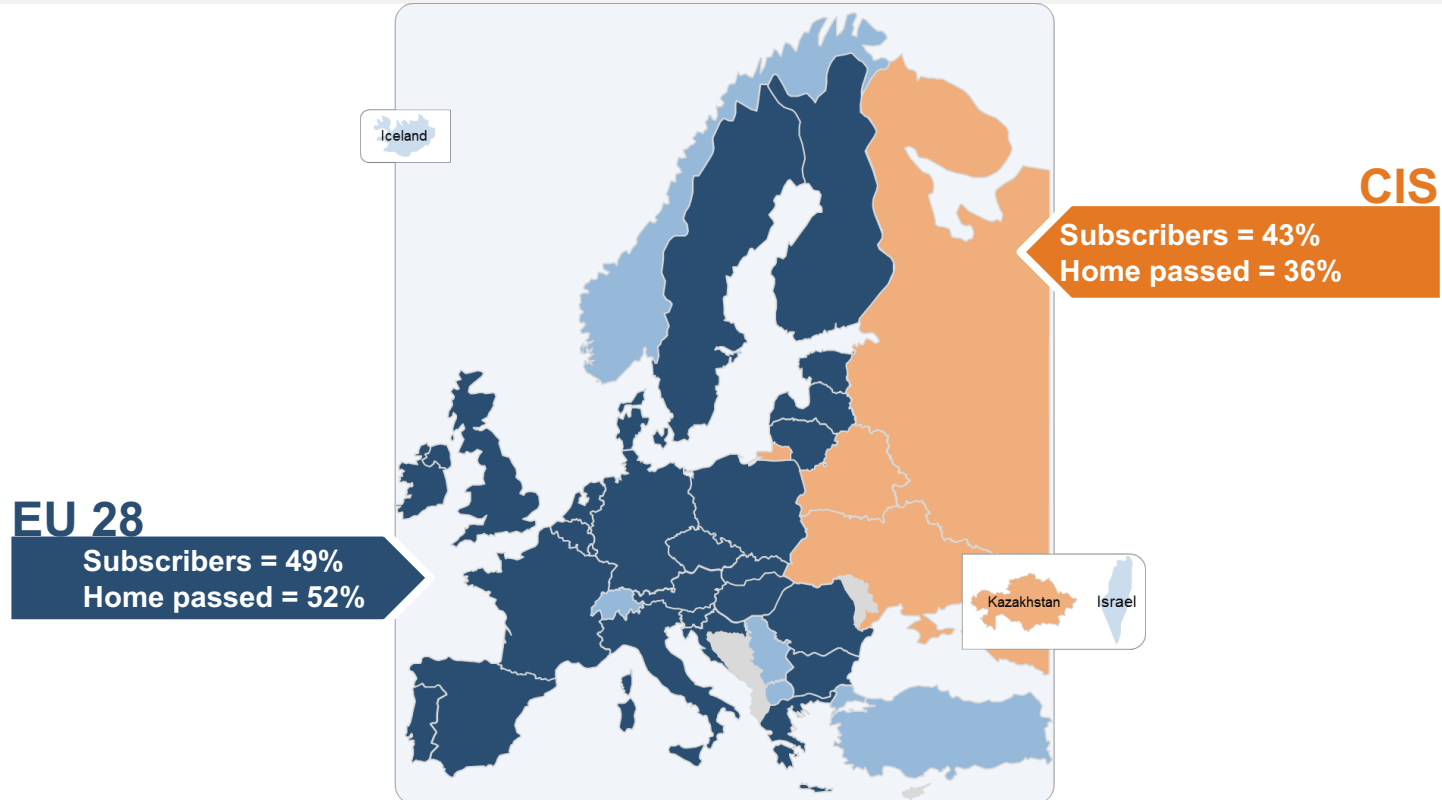
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General overview and main trends

- > Figures at September 2016 and focus in EU28
- > Historical data and growing trends
- > Main categories of players

FTTH/B figures at September 2016

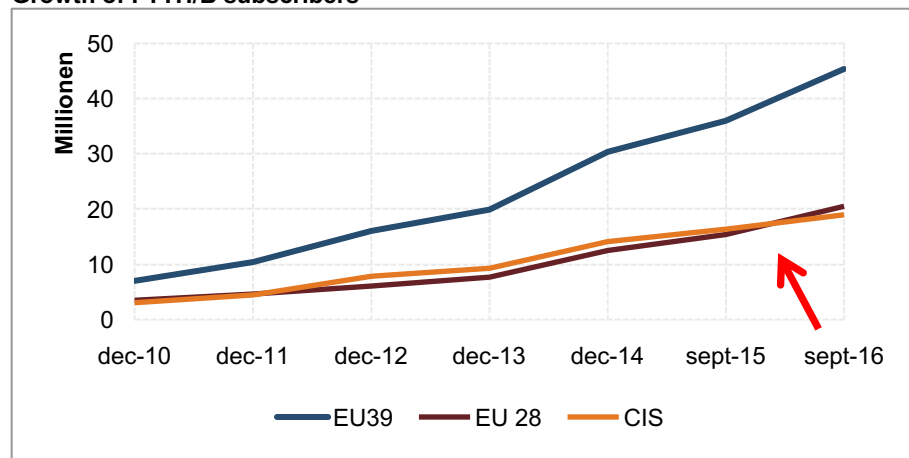
There were more than 44.3 million FTTH/B subscribers
and nearly 148 million FTTH/B Homes Passed in EU39 at September 2016



Historical data and growing trends

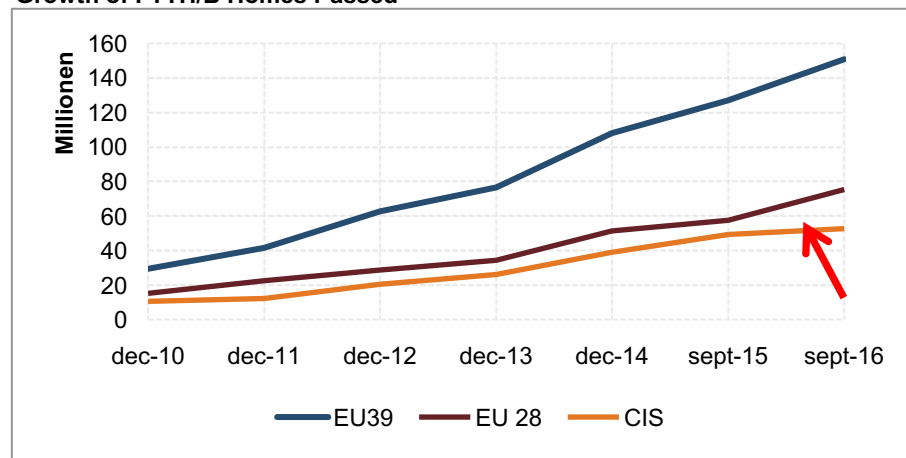
- > Interesting dynamism of the European Union since 2013
- > CIS countries : higher growth rates for subs than for HP between January and September 2016
- > Globally: an increase of the growth rate during the first 9 months of 2016! Especially for EU28

Growth of FTTH/B subscribers



Source: IDATE for FTTH Council Europe

Growth of FTTH/B Homes Passed



Source: IDATE for FTTH Council Europe

Major projects / categories of players

> 400 analyzed FTTH/B projects in EU39 at September 2016:

- There are less and less new projects from one year to another
- All major operators are involved in each country, among which 35 incumbents at least
- There will probably be more and more small players involved in local deployment in the coming years (Rural and Suburban)

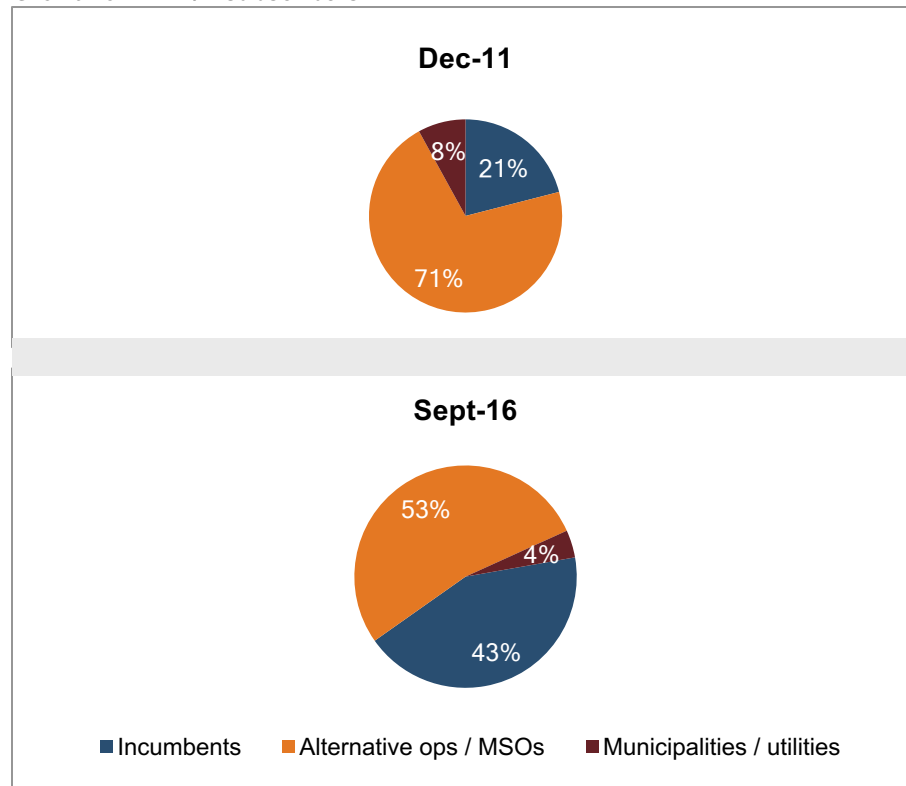
> Incumbents now represent 43% of the total number of Homes Passed

- This ratio was only 21% at end 2011
- **Alternative players**, which promoted FTTH/B in most countries since 2008-2009, now represent 53% of the total number of HP; this ratio is increasing

> The market is clearly dominated by those two categories of players.

> But municipalities/Local Authorities, along with utilities when appropriate, will remain those ones that will help ensure an exhaustive coverage at term

Growth of FTTH/B subscribers



Source: IDATE for FTTH Council Europe

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Leading countries

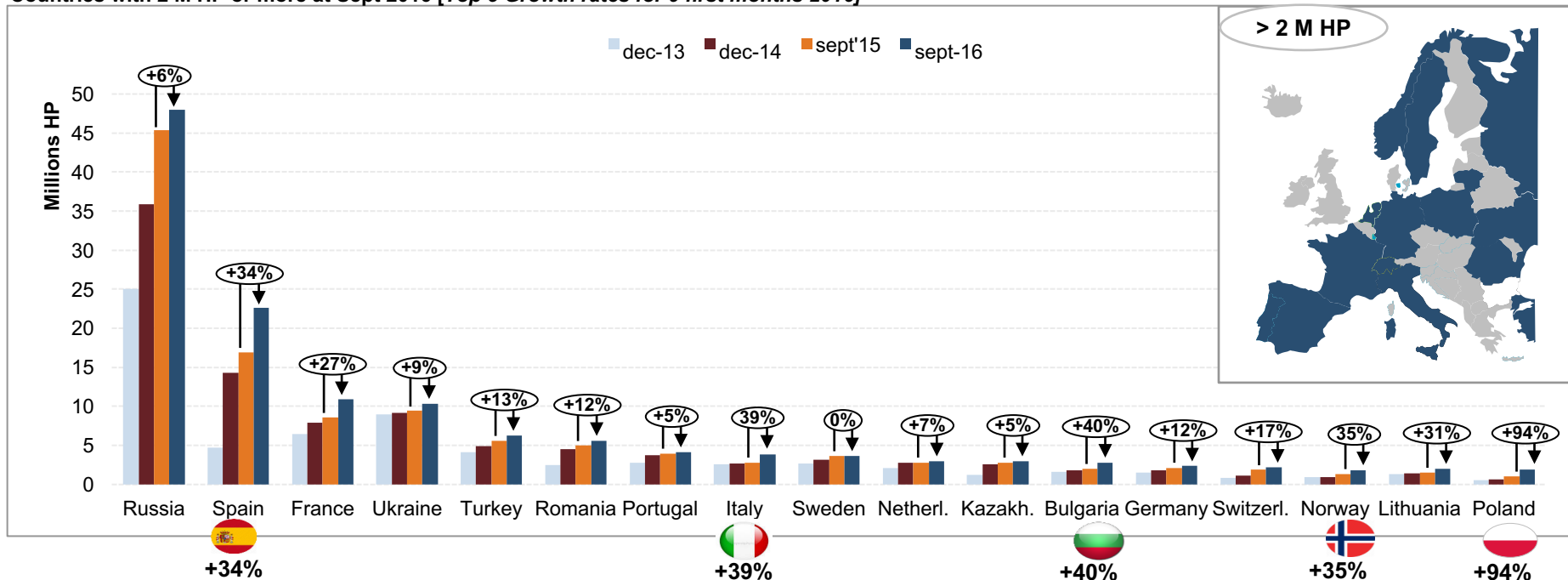
- > General ranking HP & subscribers
- > Highest growths
- > Key Points

General ranking: FTTH/B Homes Passed

> 17 countries with 2 M HP or more in EU39 (10 countries in EU28, in blue on the map)

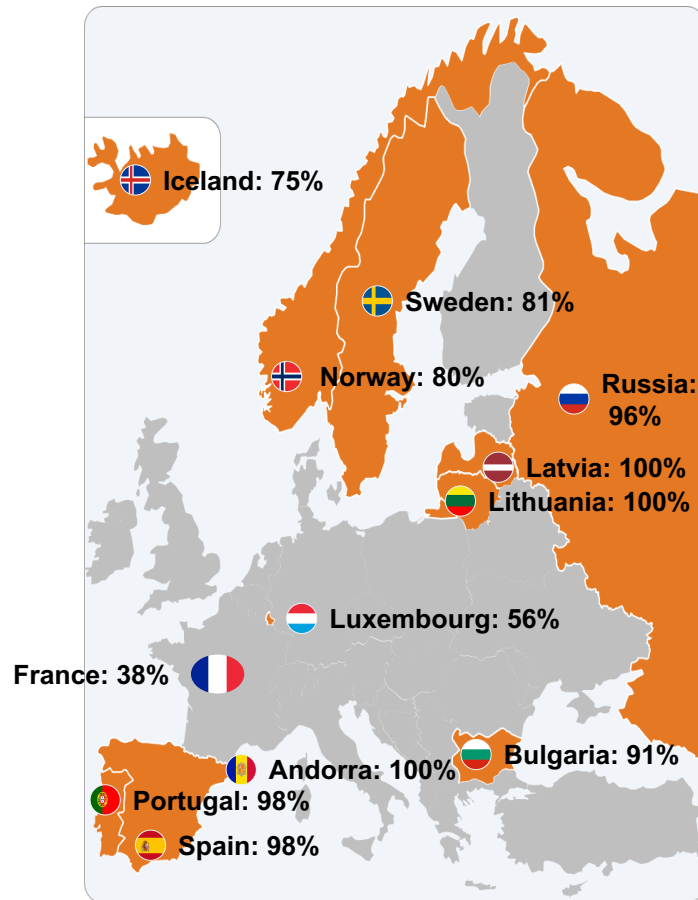
> Most significant growth rates do not necessarily concern the largest market but this confirms that, even in countries where FTTH/B is not the leading NGA solution, the interest is growing (e.g. Bulgaria: +40%)

Countries with 2 M HP or more at Sept 2016 [Top 5 Growth rates for 9 first months 2016]



Source: IDATE for FTTH Council Europe

General ranking : FTTH/B coverage



Top 10 countries in coverage at September 2016

> Average FTTH/B coverage (*):

EU39 → 45%

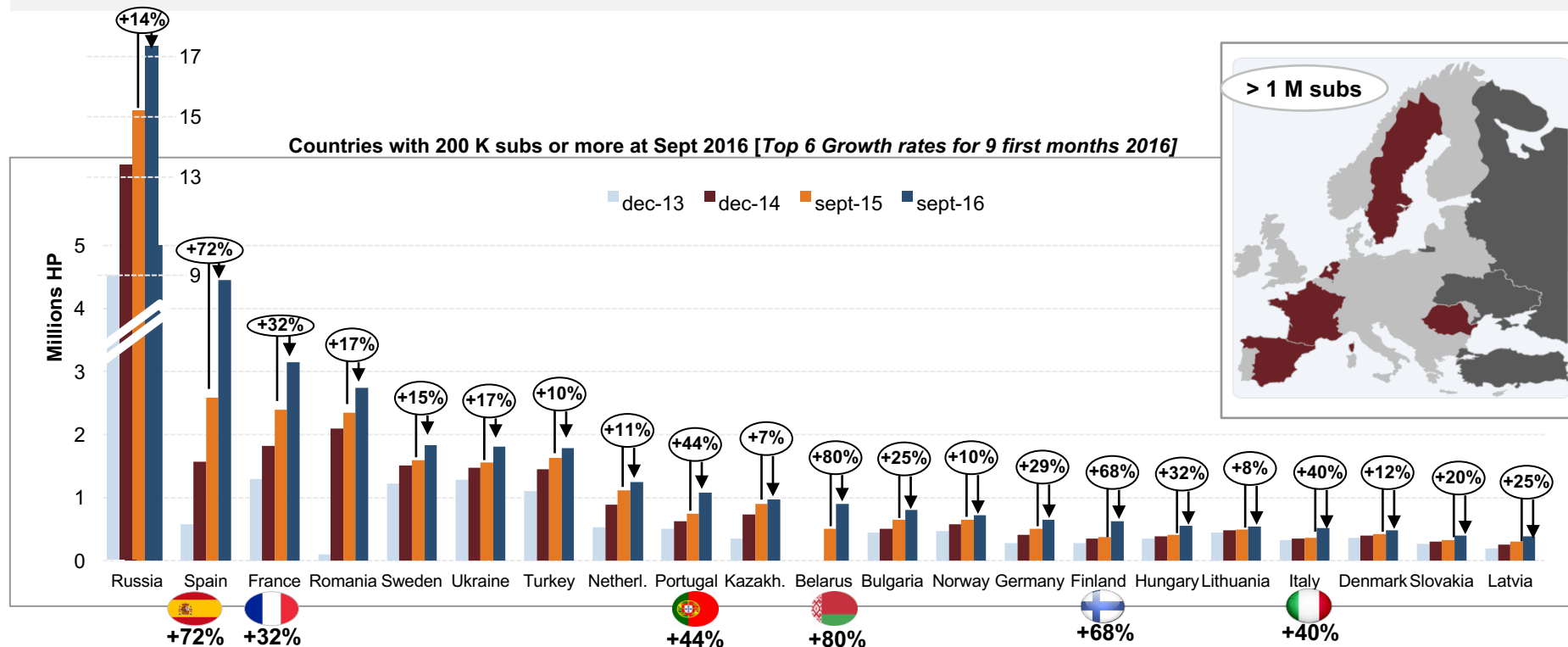
EU28 → 33%

(*) Number of HP/total number of Households

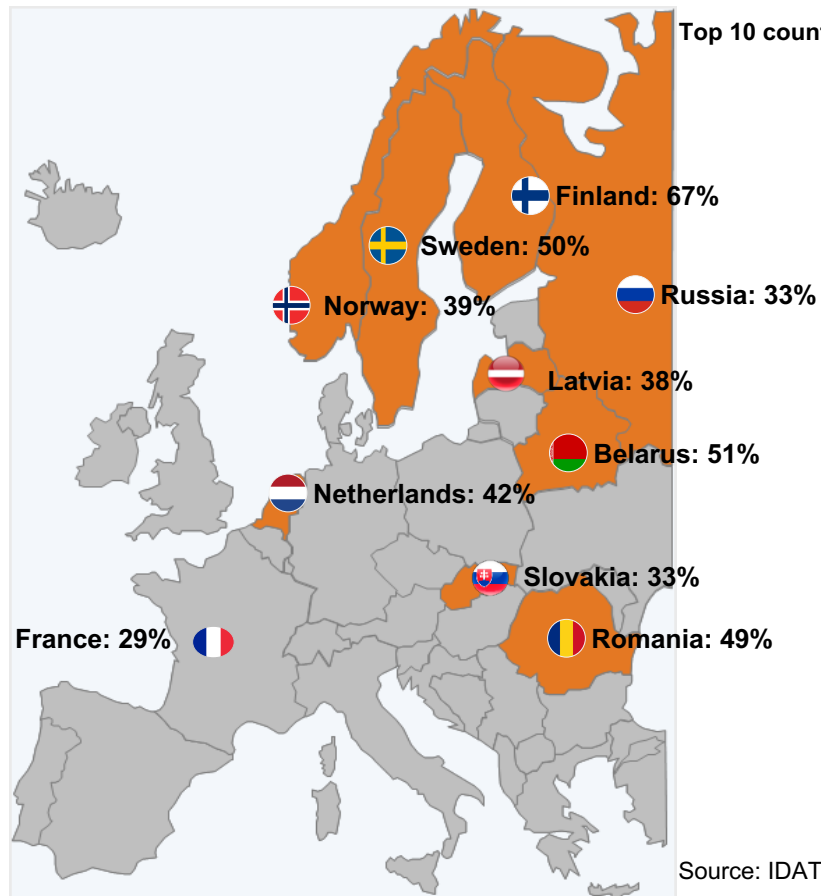
Source: IDATE for FTTH Council Europe

General ranking: FTTH/B Subscribers

- > 9 countries with 1 M subscribers or more in EU39 (5 countries in EU28, in red on the map))
- > Strong growth in Spain, Belarus, Finland and Portugal
- > Dynamism to highlight in France and Italy



General ranking : FTTH/B take-up rate



Average FTTH/B take up rate (*): EU39 → 30%
EU28 → 28%

(*) Take up rate = number of subscribers / number of Homes Passed

Source: IDATE for FTTH Council Europe

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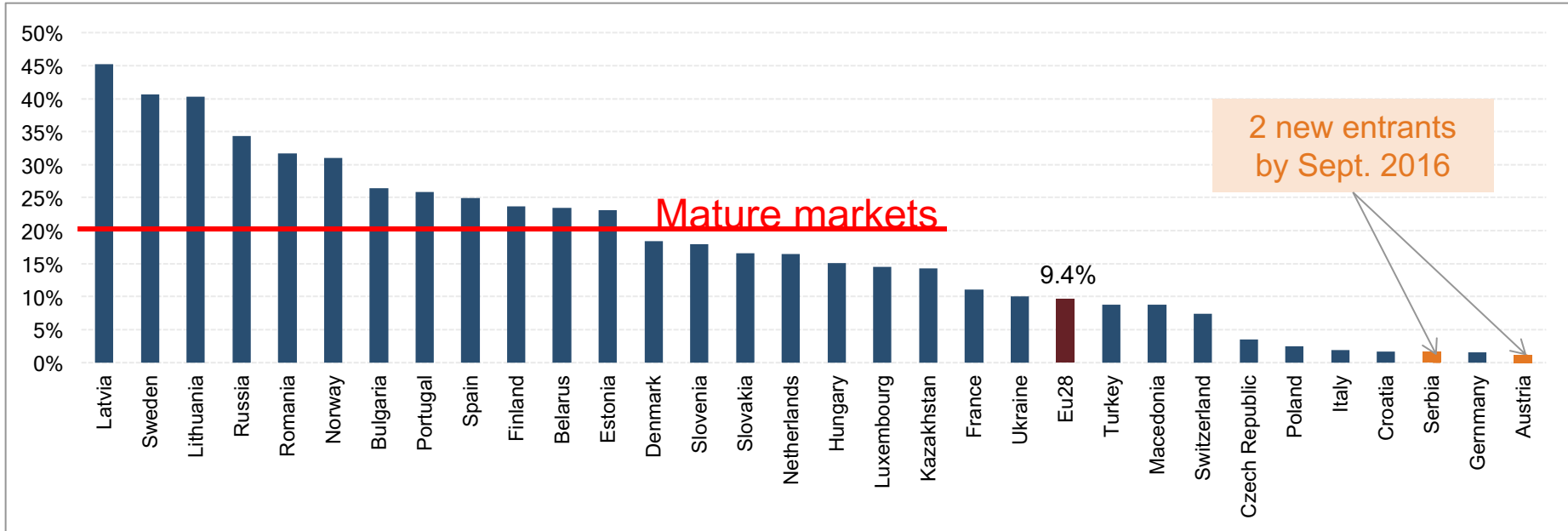
European ranking

European ranking

> The European Ranking includes countries of more than 200 K HH where the part of FTTH/B subs in the total number of HH is at least 1%

> Only 12/31 European countries with a penetration rate > 20%

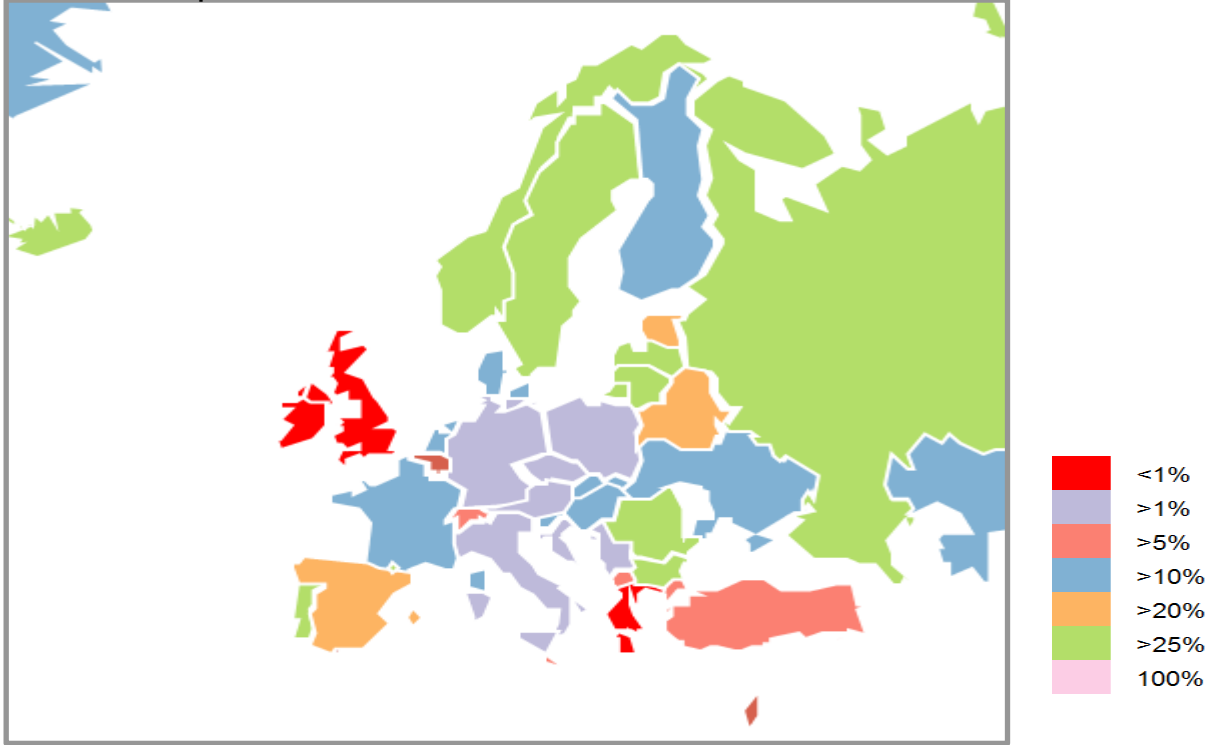
Penetration at Sept 2016



Source: IDATE for FTTH Council Europe

European ranking mapping

Penetration at Sept 2016



Source: IDATE for FTTH Council Europe

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Key conclusions

Key conclusions

- > There already 31 European countries that are part of the Global ranking ... a positive sign even if the bottom line is only 1%.
- > Even the "reluctant" countries are moving towards FTTH/B technologies. The historic trend shows this evolution and there are more countries reaching the 100% of coverage!
- > End users are migrating to FTTH networks. But the switch to FTTH/B connection is not systematic yet and therefore there is still a large room for communication by operators.
- > Governments and local authorities are entering the game and the Digital Agenda is one of the main important objectives to achieve.
 - DAE's main requirements are respected in all EU28 countries
 - Local authorities are more dynamic in Scandinavian countries and in France: they should impulse a new dynamic to reach more rural areas and in countries where FTTH/B is lagging far behind other architectures
 - "French Model" as an example for Europe?
- > Highest take up rates in Northern and Eastern countries: still strong competition from other architectures elsewhere.
- > Nearly all players, even if less involved in FTTH/B than other architectures, consider that FTTH is the end game! ... and 5G will need Fibre!

Wireline

Prices are in EUR excl. taxes and for single-department licences (1-5 users)
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Format	Type deliverable	Title	Publication date	Pages	Bundle rate	Unit price
Wireline 2017 & prior publications						12 000
xls	Dataset	World FTTx markets	June/Dec.	<i>n.r.</i>		5 000
ppt	Report	State of FTTx worldwide	June/Dec.	30-50		3 000
doc + ppt	Report	Gigabit Markets	April	20-40		2 000
doc + ppt	Report	Fiber monetisation	May	40-80		3 000
doc + ppt	Report	FTTH for emerging countries	June	40-80		3 000
doc + ppt	Report	G.fast	October	40-80		3 000
xls	Dataset	World FTTx Market - data & forecasts up to 2020	26/12/2016	<i>n.r.</i>		4 000
ppt	Report	State of FTTx worldwide	26/12/2016	30-50		2 000
doc + ppt	Report	Connected Cities	02/12/2016	29		2 000
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doc + ppt	Report	Gigabit Race	15/09/2015	40		1 000

MERCI !

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FTTH for ZZZ Generation !!!

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Born on
August 28th, 2016

